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| **Laurie** McGhee  3737 East Cholla Street, Phoenix, Arizona 85028 815-363-9302 laurieannmcghee@gmail.com |
| Seeking a sales position in a quality organization needing an enthusiastic salesperson with an established record of generating new accounts and sales by promoting excellent customer relations. |
| Sales Professional  28 years as a sales representative in various segments of the Green Industry. Strong customer relationship builder based on service, support and follow-through. Proven record of building customer base and increasing sales. Efficient in Microsoft Excel, Word, SBI and other order entry/inventory software.  Tasks throughout work history- Inside and outside sales, managing sales territories, initiating and processing orders, logistics, inventory purchasing, production planning, catalog authorship and photography, managing and mentoring coworkers, working trade shows, open houses. Speaker at Garden Centers, clubs, colleges and other garden related events. |

# Experience

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| February 2012- November 2018 Account sales representative, Mariani plants, Kenosha, Wisconsin  Member of Sales team of 5 with 2 support personnel. My customer base - Illinois and Wisconsin  Selling trees B&B and container; shrubs, evergreens and perennials |
| march 2007-december 2011outside sales representative- northern illinois, **bailey nurseries, inc.** **ST paul, MiNnesota**  Member of Outside Sales team of 20+, with additional 10+ inside sales support. My customer base - Northern Illinois, home office. Selling broad spectrum of plant material, bareroot and containers; trees, shrubs, evergreens, perennials and annuals.  **FEBRUARY 1999- AUGUST 2006** SALES MANAGER, HOFFIE NURSERY, INC. union, il Manager and member of Sales team of 1-4 people. I managed the sales team, shipping, and weekly availability. My customer base- Illinois, Wisconsin, and Indiana.  Selling perennials, authored the catalog, responsible for content and ordering of labels Additional Sales ExperienceSALES REPRESENTATIVE, LURVEY’S landscape Supply, Volo, ILsales representative, DeVroomen Garden Products, russell, ilSales representative, midwest groundovers, inc. st. charles, ilsalesperson and herbaceous and dry goods buyer, the barn nursery and garden center, Cary, il **INDUSTRY ORGANIZATIONS**  Illinois Green Industry Association- Certified Nursery Professional 1991-2018  Illinois Green Industry Association- Retail Committee Member 1999-2008  Illinois Green Industry Association- Growers Committee Member 2015-2018  Garden Center Symposium Board Member 1997-2014  Kishwaukee College Horticultural Advisory Board Member 2003-2018  Perennials in Focus 1996-2018  **EDUCATION**  Illinois State University- Bachelor of Science Political Science, minor- History  Cary Grove High School, Cary Illinois  **INTERESTS**  Family, Gardening, Reading, Traveling, Home Improvement, Crossword Puzzles |
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